

# KTEC

KANSAS TECHNOLOGY ENTERPRISE CORPORATION

June 20, 2000

Mr. Jerry Glover  
Chief Council, Office of Advocacy  
U.S. Small Business Administration  
409 3<sup>rd</sup> Street SW  
Washington, DC 20416

Dear Jerry:

As you know, we at the Kansas Technology Enterprise Corporation (KTEC) deal daily with businesses involving new technologies. Our budget of approximately \$17 M is used to support our mission "to create and grow Kansas enterprises through technological innovation," which gives us the opportunity to work with many facets of business.

In achieving our mission, we encounter many different entities, organizations, and individuals who influence businesses in some manner. Business needs for faster, cheaper, better and more efficient delivery of information, products and services make this process very complex.

The Office of Advocacy has, in my opinion, been one of the bright spots in this fast paced evolution. As an example, your office was a key player in creating the ACE-Net program to help companies that need capital find people with capital looking for investment opportunities. By the same token, your office was willing to look at changing the system that you were instrumental in creating when it appeared changes would help the process. This ability to try to improve some benefit for businesses, while retaining the flexibility to change, is indeed a virtue seldom seen in government or private enterprises.

Agencies, like individuals, must be progressive and willing to take a chance and hone the results of their work to be truly effective in today's environment.

In my opinion, your office is a leader in many important areas vital to business development, and I am pleased to take this opportunity to state so in writing.

Cordially,



Clyde C. Engert  
Vice President, Innovation & Marketing